PROGRAM DIRECTOR
INTERNATIONAL PROGRAMS

MR. MIKE KOLB

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NAVAIR
ORLANDO
TRAINING SYSTEMS DIVISION

SECURITY ASSISTANCE

- A Department of Defense Perspective:

  Groups of programs authorized by the Foreign Assistance Act of 1961, as amended, and the Arms Export Control Act of 1976, as amended, and other defense related services, by grant, loan, credit, or cash sales in furtherance of national policies and objectives

SECURITY ASSISTANCE

- Six Major Components:
  - Foreign Military Sales (FMS) and Foreign Military Construction Sales (FMCS) Program
  - Foreign Military Financing (FMF) Program
  - Direct Commercial Sales (DCS)
    - Licensed under the Arms Export Control Act (AECA)
  - International Military Education and Training (IMET) Program
  - Economic Support Fund (ESF) Program
  - Peacekeeping Operations (PKO) Program

FOREIGN MILITARY SALES (FMS)

- Primary Security Assistance Program at NAVAIR
- Conducted in Conjunction with FMF and PKO Programs
- Implemented with a Letter of Offer and Acceptance (LOA) also called an “FMS Case” –
  - Contract between U.S. Government and Foreign Government
  - Used to Procure Defense Related Goods or Services
    - Training related Systems and Services

FMS CASE PROCESS

- Foreign Government sends a Price and Availability (P&A) request or Letter of Request (LOR) to the U.S. Government
- Navy request are sent to the Navy International Program Office by the requiring Country
- Security Assistance Office (SAO) Personnel in the U.S. Embassy can assist with the Process
- Foreign Governments may designate the source for the Goods and/or Services
  - Both Contractor and Government

FMS CASE PROCESS (cont.)

- A Letter of Offer and Acceptance (LOA) is prepared by the U.S. Government and signed by the Requesting Government if acceptable
- Acquisition Process very similar to any other program
  - RFPs, Negotiations, CA, Reviews, Acceptance
  - Acceptance Normally in the U.S. w/verification in Country
  - Customer Process Participation varies
  - Contractor paid by U.S. Government
- U.S. Contractors are normally the Prime
- Subcontracting to Foreign Contractors is not always a factor, but it depends

FMS BUSINESS OPPORTUNITIES

- Many FMS Programs Parallel U.S. Programs
- Follow the Money (FMF Grants, Loans & Credit)
- Foreign Government Participation at I/ITSEC
- International Training and Education Conferences
  - ITEC (Europe)
  - SimTecT (Australia)
  - IICDES (India)

INTERNATIONAL PROGRAMS DIRECTORATE

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